## U.S. SMALL BUSINESS ADMINISTRATION WASHINGTON METROPOLITAN AREA DISTRICT OFFICE LENDER RANKING (7(a) LOAN GUARANTEES AND 504 DEBENTURES)

|          | LOANS AS OF:  |            | /(a) LOAN<br>/2005 thr | ID 504 DEBENTURES)  TOP FIVE |   |               |  |
|----------|---|------------|------------------------|------------------------------|---|---------------|--|
|          | LUANS AS UF.  | 10/01      | YTD                    | u 04/30/2006                 | RANKING   | YTD           |  |
| 1        | LENDER BANK OF AMERICA                                | PLP        | LOANS<br>158           | \$AMT<br>\$4,699,200         | BY CATEGORY                                     | LOANS         | \$AMT  |
| 2        | PNC BANK, N.A.  | PLP        | 127                    | \$34,099,200                 |   |               |  |
| 3        | INNOVATIVE BANK                                       | PLP        | 82                     |                              | 1. EagleBank                                    | 15            | \$4,638,300  |
| 4<br>5   | BUSINESS FINANCE GROUP  M & T BANK                    | CDC        | 59<br>59               |                              | Cardinal Bank     The Adams National Bank       | 11<br>7       | \$1,803,100<br>\$3,633,900                         |
| 6        | CAPITAL ONE FINANCIAL CORP.                           | PLP        | 39                     | \$1,460,000                  | 4. Millennium Bank                              | 5             | \$2,138,000  |
| 7        | BRANCH BANKING & TRUST (BB&T) PROVIDENT BANK          | PLP<br>PLP | 25<br>18               | \$4,573,000<br>\$3,015,000   | 5. Access National Bank                         | 2             | \$850,000  |
| 9        | SANDY SPRING BANK                                     | PLP        | 16                     | \$3,015,000                  | 11  |               |  |
| 10       | EAGLEBANK   | PLP        | 15                     | \$4,638,300                  | REGIONAL BANKS                                  |               |  |
| 11       | SUNTRUST BANK CENTER BANK                             | PLP<br>PLP | 15<br>13               |                              | 1. Provident Bank                               | 18<br>16      | \$3,015,000<br>\$2,404,300                         |
|          | CIT SMALL BUSINESS LENDING                            | PLP        | 11                     |                              | Sandy Spring Bank     Sovereign Bank            | 3             | \$2,404,300  |
| 14       | COMMERCE BANK, N.A.                                   | PLP        | 11                     | \$4,139,000                  | 4. Mercantile Potomac Bank                      | 2             | \$1,080,000  |
|          | CARDINAL BANK, N.A.                                   | PLP        | 11                     | . , ,                        | 5. Resource Bank                                | 2             | \$95,000   |
|          | CITIBANK, FSB<br>BANCO POPULAR, NA                    | PLP<br>PLP | 11<br>8                | \$411,000<br>\$4,264,000     | NATIONAL BANKS & NON-BA                         | NK LEND       | ERS  |
| 18       | THE ADAMS NATIONAL BANK                               | PLP        | 7                      | . , ,                        | Bank of America                                 | 158           | \$4,699,200  |
|          | WACHOVIA BANK, N.A.                                   | PLP        | 6                      |                              | 2. PNC Bank, N.A.                               | 127           | \$34,097,200                                       |
|          | WOORI AMERICA BANK MILLENNIUM BANK, N.A.              | PLP<br>PLP | 5<br>5                 |                              | 3. Innovative Bank 4. M & T Bank                | 82<br>59      | \$730,000<br>\$5,132,800                           |
| 22       | UNITI BANK  | PLP        | 5                      |                              | Capital One Financial Corp.                     | 39            | \$1,460,000  |
|          | HANMI BANK  | PLP        | 5                      | \$1,580,000                  |   |               |  |
|          | PRINCE GEORGE'S FIN SERVICES WELLS FARGO BANK, N.A.   | CDC        | 4                      | \$649,000<br>\$155,000       | CERTIFIED DEVELOPMENT C                         | OMPANIE       | · Q  |
|          | CHESAPEAKE BUSINESS FINANCE                           | CDC        | 3                      |                              | Business Finance Group                          | 59            | \$41,395,000                                       |
| 27       | NEWTEK SMALL BUSINESS FINANCE                         | PLP        | 3                      | \$905,000                    | 2. Chesapeake Business Fin                      | 3             | \$3,782,000  |
|          | SOVEREIGN BANK BUSINESS LOAN CENTER (BLX)             | PLP<br>PLP | 3                      |                              | Rappahannock EDC     Prince George's Fin. Serv. | 2             | \$2,342,000<br>\$339,000                           |
|          | RAPPAHANNOCK EDC                                      | CDC        | 2                      |                              | 5. Mid-Atlantic Business Fin.                   | 0             | \$339,000  |
| 31       | NARA BANK   | PLP        | 2                      | \$1,700,000                  |   |               | <b>,</b>   |
|          | COMMUNITY SOUTH BANK                                  | PLP        | 2                      | \$1,100,000                  |   |               |  |
| 33       | MERCANTILE POTOMAC BANK ACCESS NATIONAL BANK          | PLP        | 2                      | \$1,080,000<br>\$850,000     | 504 - FIRST TRUST                               | 6             | \$15,572,500                                       |
|          | COMMERCEFIRST BANK                                    | PLP        | 2                      | \$470,000                    | 2. Bank of America                              | 6             | \$4,650,325  |
|          | COMERICA BANK   | PLP        | 2                      |                              | 3. SunTrust Bank                                | 5             | \$2,397,777  |
|          | VIRGINIA HEARTLAND BANK<br>FIRSTRUST SAVINGS BANK     | REG<br>REG | 2                      | . ,                          | 4. M & T Bank 5. Virginia Commerce Bank         | 4             | \$7,492,000<br>\$3,227,500                         |
| 39       | RESOURCE BANK   | PLP        | 2                      | \$95,000                     |   | 7             | Ψ3,221,300   |
|          | K BANK  | PLP        | 1                      | \$1,200,000                  |   |               |  |
|          | THE COLUMBIA BANK TEMECULA VALLEY BANK                | PLP<br>PLP | 1                      |                              | MICROLENDERS (MIC)  1. Enterprise Dev. Group    | 41            | \$685,625  |
|          | LEHMAN BROTHERS BANK, FSB                             | PLP        | 1                      |                              | 2. Wheeler Creek CDC                            | 2             | \$15,000   |
| 44       | OCEAN BANK, FSB                                       | PLP        | 1                      | \$459,000                    | 3. WACIF  | 0             | \$0  |
|          | SONA BANK, N.A.                                       | PLP        | 1                      |                              | 4. Latino Econ. Dev. Corp.                      | 0             | \$0  |
| 46<br>47 | UPS CAPITAL BUSINESS CREDIT NATIONAL COOPERATIVE BANK | PLP<br>PLP | 1                      | \$405,000<br>\$400.000       |   |               |  |
|          | CHEVY CHASE BANK                                      | REG        |                        | \$280,000                    |   |               |  |
|          | STEARNS BANK, N.A.                                    | PLP        | 1                      |                              | National Bank - Operates in m                   |               |  |
|          | IRWIN FRANCHISE CAPITAL CORP.<br>HOWARD BANK          | PLP<br>PLP | 1                      | \$200,000<br>\$185,000       | Regional Bank - Operates thro                   |               | entire geographic region adjacent geographic areas |
| 52       | THE FAUQUIER BANK                                     | REG        | 1                      |                              | Community Bank - Includes al                    |               |  |
|          | MAINSTREET BANK                                       | REG        | 1                      | \$130,000                    |   |               | raphic territories than                            |
| 54<br>55 | SUSQUEHANNA BANK TELESIS COMMUNITY CU                 | PLP<br>PLP | 1                      | \$100,000<br>\$50,000        |   | and Region    | al Banks   |
|          | ALLIANCE BANK   | REG        | 0                      | \$30,000                     |   |               |  |
| 57       | AMERICAN BANK   | REG        | 0                      |                              | Preferred Lenders (PLP) - 24                    | Hours expe    | edited Loan Processing                             |
|          | ASIA BANK   | REG<br>REG | 0                      | \$0                          | Regular Lenders (REG) - Not                     |               | andar Lean Drassains                               |
|          | BANKANNAPOLIS<br>BUCS FEDERAL                         | REG        | 0                      | \$0                          | ` ,   | preferred, r  | egular Loan Processing                             |
|          | CAPITAL BANK, N.A.                                    | REG        | 0                      |                              | Certified Development Compa                     | anies (CDC    | <b>(</b> )   |
|          | CHB AMERICA BANK                                      | PLP        | 0                      | \$0                          | Ŭ .   | ced asset lo  | pans (504 Loan Program                             |
|          | CITIZENS NATIONAL BANK CITY FIRST BANK OF DC, N.A.    | REG<br>REG | 0                      | \$0<br>\$0                   | Micro Lenders (MIC) - Loans u                   | In to \$35.00 | <u> </u><br>nn                                     |
|          | COLOMBO BANK  | REG        | 0                      | \$0                          | ` '   | ιρ το ψοσ,στ  | 50   |
| 66       | COMMUNITY BANK - TRI COUNTY                           | REG        | 0                      | \$0                          |   |               |  |
|          | FIRST HORIZON BANK FIRST LIBERTY BANK                 | REG<br>REG | 0                      | \$0<br>\$0                   |   |               |  |
| 69       | GE CAPITAL SMALL BUS. FIN.                            | PLP        | 0                      | \$0                          |   |               |  |
|          | GREATER ATLANTIC BANK                                 | REG        | 0                      | \$0<br>\$0                   |   |               |  |
|          | INDEPENDENCE FSB INDUSTRIAL BANK, N.A.                | REG<br>REG | 0                      | \$0<br>\$0                   |   |               |  |
| 73       | JAMES MONROE BANK                                     | REG        | 0                      | \$0                          |   |               |  |
|          | MAINSTREET LENDER, LLC                                | PLP        | 0                      | \$0<br>\$0                   |   |               |  |
|          | MARSHALL NATIONAL BANK MARYLAND BANK AND TRUST, N.A.  | REG<br>REG | 0                      | \$0<br>\$0                   |   |               |  |
|          | MID-ATLANTIC BUSINESS FINANCE                         | CDC        | 0                      | \$0                          |   |               |  |
|          | MID-ATLANTIC FED CREDIT UNION                         | REG        | 0                      | \$0                          |   |               |  |
|          | PENTAGON FED CREDIT UNION POTOMAC BANK OF VIRGINIA    | REG<br>REG | 0                      | \$0<br>\$0                   |   |               |  |
|          | REGAL BANK & TRUST                                    | REG        | 0                      | \$0                          |   |               |  |
| 82       | SECURITY ONE BANK                                     | REG        | 0                      | \$0                          |   |               |  |
| 83<br>84 | THE BUSINESS BANK THE FREEDOM BANK OF VA              | REG<br>REG | 0                      | \$0<br>\$0                   |   |               |  |
| 85       | THE HARBOR BANK OF MARYLAND                           | REG        | 0                      | \$0                          |   |               |  |
| 86       | THE MARATHON BANK                                     | REG        | 0                      | \$0                          |   |               |  |
| 87       | THE PATAPSCO BANK UNITED BANK                         | REG<br>REG | 0                      | \$0<br>\$0                   |   |               |  |
| 88       | UNITED BANK UNITED CENTRAL BANK                       | PLP        | 0                      | \$0                          |   |               |  |
| 90       | VALLEY NATIONAL BANK                                  | PLP        | 0                      | \$0                          |   |               |  |
| 91       | VIRGINIA COMMERCE BANK                                | REG        | 0                      | \$0                          |   |               |  |
|          |   |            |                        |                              |   |               |  |
|          | SUBTOTAL  |            | 767                    | \$161,909,300                |   |               |  |
|          | ENTERDRICE SELVICES                                   | B 41 C     |                        | ***                          |   |               |  |
|          | ENTERPRISE DEV. GROUP WHEELER CREEK CDC               | MIC<br>MIC | 41                     | \$685,625<br>\$15,000        |   |               |  |
|          | WACIF   | MIC        | 0                      | \$15,000                     |   |               |  |
|          | LATINO ECON. DEV. CORP.                               | MIC        | 0                      | \$0                          |   |               |  |
|          | ODANIE TOTAL  |            | 0.10                   | #400 000 ccc                 |   |               |  |
|          | GRAND TOTAL   |            | 810                    | \$162,609,925                | <u> </u>  | 1             | <u> </u>   |

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| Preferred Lending Program (PLP)-Lender rec             | ives a loan guaranty decision from SBA within 24 hours.                |
|--|--|
| Cartified Davidsoment Company (CDC) Dravides lang term | fixed rate financing for major fixed accets, auch as land and building |